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DoMORE®

PAGE 10

HEAVY-DUTY UPGRADE

DoMORE®

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DOOSAN®

HELLO,

Doosan Infracore, the manufacturer of Doosan® construction equipment, is now officially owned by Hyundai Heavy Industry Holdings. Our corporate identity has changed from Doosan Infracore to Hyundai Doosan Infracore, and we are a subsidiary of the newly created Hyundai Genuine group. What isn't changing is the look and quality of Doosan construction equipment. Our brand will continue as Doosan and will be prominently displayed on our orange products as it is today. You can read more about the sale on our website: ***na.DoosanEquipment.com/en/sale****.*

Now is an exciting time to be part of Hyundai Doosan Infracore. We remain committed to leading the industry into the future — with continued focus on research and development, new products and innovative technologies. These technologies include our Concept-X automated jobsite solutions, electric and hybrid equipment, transparent wheel loader bucket option and more.

WE REMAIN COMMITTED TO LEADING THE INDUSTRY INTO THE FUTURE — WITH CONTINUED FOCUS ON RESEARCH AND DEVELOPMENT, NEW PRODUCTS AND INNOVATIVE TECHNOLOGIES.

— EDWARD SONG / CEO

We have significant Doosan product launches planned for 2022. You can read about them in this publication and find more details on our website: ***na.DoosanEquipment.com****. We believe that our new products will demonstrate our commitment to listening to you — our customers — and updating our designs for enhanced performance, productivity, operator comfort and fuel efficiency.*

EDWARD SONG
CEO / Doosan Infracore North America

COMPANY INFORMATION

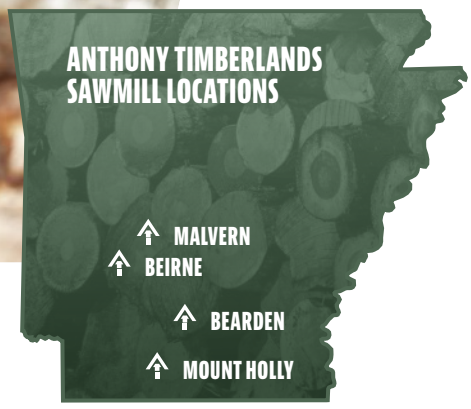
Business: Anthony Timberlands
In business since: 1907
Location: Bearden, Arkansas
Doosan equipment: DX225LL-5 and DX380LL-5 log loaders, DL250-5 and DL550-5 wheel loaders
Doosan dealer: Equipment Incorporated

HEAVY LIFTERS, HIGH STACKERS

It's a hot, humid summer day. Another truck arrives at the Anthony Timberlands facility in Bearden, Arkansas. Equipment operators await the arrival of a fresh load of logs. Each log delivery starts a series of coordinated efforts — from stacking to sorting, then lifting and loading at the sawmill.

The Bearden location is the company's main facility and headquarters for the regional sawmill. Located about 80 miles south of the state's capital, the Bearden facility processes as many as 200 loads of logs each day. During peak times of the year, trucks delivering logs can get backed up as far as the nearby highway running through the small town.

Pictured left to right: David Whitson, Brian Dorrell and David Bird of Anthony Timberlands and Equipment Incorporated sales specialist Cody Lockeby.



In business for more than 100 years, the fifth-generation, family-owned company regularly evaluates its equipment and available technologies. Employees David Bird and David Whitson work in the company's technical services department. Both are responsible for managing the fleet of heavy equipment at the firm's sawmills.

"We have two pine sawmills, three hardwood mills, a flooring plant, a beam plant, which is a mat plant, and a treating plant," says David Bird, vice president of technical services.

LONG DAYS

First-shift employees start working in Bearden as early as 6 a.m. They use a combination of log loaders and wheel loaders to stack and carry the logs. Working two shifts, the equipment racks up significant hours of use.

"We typically put 4,000 hours a year on some of our log loaders, and 8,000 hours on our wheel loaders," Bird says. "Most of the raw material comes out of south Arkansas, some from the United States Forest Service."

The company pairs its Doosan® DX380LL-5 log loader with a log grapple and heel. Operators unload trucks with the machine; picking up, sorting and stacking bunches of logs. Once on-site, the logs are high-stacked with the DX380LL-5 due to the machine's long reachability.

When the logs are ready to be processed, a pair of Doosan DL550-5 wheel loaders and grapples lift, carry and load the logs. The wheel loader feeds the logs into the merchandiser, which gets them into the sawmill for production.

"The mill will consume 120 to 135 loads a day," Bird says. "The rest will be high-stacked and watered. We average about 700,000 to 750,000 board feet a day. We cut dimension lumber: 2 by 12s, 10s, 8s, 6s, and 4s. And we cut specialty decking, which we call patio. We also cut timbers: 6 by 6, 4 by 6 and 4 by 4. We cut the material raw. We dry it, finish it in the planer mill and ship it out."

NEW TO DOOSAN

Before 2018, Anthony Timberlands operated other brands of heavy equipment at its timber processing centers. David Whitson says part of his job is to evaluate the company's equipment needs and stay up to date on what's available.

"Being in the equipment business, we're always looking at new equipment," Whitson says. "We had seen the Doosan machines around our area and were interested in them."

In less than four years, the company purchased 10 Doosan machines from Equipment Incorporated: six log loaders and four wheel loaders. The machines are scattered across the company's sawmills in Arkansas and are vital to the company's day-to-day operations.

"Looking at the Doosan equipment, it is well built," Whitson says. "They're durable machines. They're comfortable. They're equivalent to any of the top-tier equipment makers. It's been a good investment for us."

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> LOOKING AT THE **DOOSAN EQUIPMENT, IT IS WELL BUILT.** THEY'RE DURABLE MACHINES. THEY'RE COMFORTABLE. THEY'RE EQUIVALENT TO ANY OF THE TOP-TIER EQUIPMENT MAKERS. **IT'S BEEN A GOOD INVESTMENT FOR US.**
>
> — **DAVID WHITSON** / Technical Services

Equipment Incorporated provides service and parts to the Anthony Timberlands sawmills from its Texarkana, Texas store. Although Anthony Timberlands was unfamiliar with the dealership and the Doosan brand before purchasing its first log loader, the relationship has grown strong in just a few years.

"It's a great relationship," Whitson says. "I think Equipment Incorporated salesman Cody Lockeby and I probably talk nearly every day at some point, if not multiple times a day."

TRACKING WITH TELEMATICS

One of the advantages of today's Doosan® equipment is that it comes standard with DoosanCONNECT® Telematics. David Whitson can access the system on his smartphone or computer to retrieve a wealth of information about the Doosan log loaders and wheel loaders. The telematics system is helpful for ongoing service and maintenance needs.

"We use the Doosan telematics system, and it's been a great tool to have," Whitson says. "We know immediately if there's a problem somewhere. We know if the machine is out of fuel or if it's working or not. It is one of the most valuable tools we have."

Although problems rarely occur, when they do, David Whitson is better prepared to respond because of the telematics system. Using the DoosanCONNECT app on his phone, he can see what the issue is and respond quickly.

"I can call one of the maintenance superintendents and tell them what's going on with the equipment," he says. "Sometimes I'll know about a machine fault code before the operator can get to our maintenance shop and tell them he's having an issue with the machine. There are times when I'll call the shop mechanics and tell them they've got a machine fault code, and the machine won't even be in the shop yet. It's one of the best tools to manage your fleet and to keep it working."

Watch the Doosan log loader and wheel loaders:
na.DoosanEquipment.com/AnthonyTimberlands

DEALER COMES THROUGH

When a Doosan® log loader went down at the Anthony Timberlands sawmill in Malvern, Arkansas, the staff at Equipment Incorporated responded quickly. It was a Friday, and the log loader needed a critical part to be operational for an expected busy weekend of log deliveries. The dealer ordered the replacement part from the Doosan parts distribution center in Suwanee, Georgia. When it was unclear whether the shipping company could deliver the part the next day, Equipment Incorporated picked up the part and completed the last portion of the delivery. Anthony Timberlands' mechanics fixed the log loader in time to handle the inbound logs.

STARTUP SUCCESS

COMPANY INFORMATION

Business: Green State Excavating
In business since: 2020
Location: St. George, Vermont
Doosan equipment: DX50-5K mini excavator
Doosan dealer: G. Stone Commercial

Having the skills to work with a homeowner directly can be a competitive advantage.

That's what Mike Hassett found after starting his business, Green State Excavating, located near Burlington, Vermont. Mike says he rarely works for general contractors but instead focuses on working directly with homeowners.

"I have no problem sitting in someone's kitchen and explaining what we're going to do, why it costs what it does, what the yard will look like through the process and what it'll look like at the end," Mike says.

Before starting Green State Excavating, Mike co-managed the sales department of a local automotive dealership. Years of sales experience have sharpened skills that serve him well today.

continued on page 8

"Having a background in sales and customer service has given me a huge edge," Mike says. "It's a market that a lot of guys in my industry won't go after because they don't want to deal with picky customers."

Most of Green State Excavating's jobsites are on existing residential properties. Common tasks include fixing existing grades, repairing driveways and septic lines and doing light demolition.

Mike says that because most homeowners don't have the same knowledge level as a general contractor, they tend to ask more questions and have more concerns. He thinks those questions can be misinterpreted as distrust by some in his industry.

"It's really not," Mike says. "I don't mind taking phone calls. I don't mind showing up on an afternoon to explain what's going on. And it's really helped to keep customers comfortable."

IDEAL MACHINE

For the work he's doing, Mike says his Doosan® DX50-5K mini excavator with an optional long arm, an angle blade and a hydraulic thumb is the right combination of size and productivity.

Mike Hassett

> **THE ANGLE BLADE SAVES A TON OF REPOSITIONING.**
>
> — **MIKE HASSETT** / Owner

"It's the biggest excavator I can pull with my pickup truck and trailer," Mike says. "I have another bigger truck, but I don't want to lose the ability to move the excavator with any of my trucks."

A recent job installing a water line and a 700-foot electrical run on a homeowner's property was a good example of why his DX50-5K fits his work, he says.

"With the long-reach arm, you don't have to reposition the excavator as much," Mike says. "Then, when you get behind a garage and it's tight, the 1-inch tail swing helps a lot. It's great in confined spaces."

He uses the thumb to move rocks littered throughout the mountain soil. He admits that at first, he thought the angle blade was a gimmick. Now he says he would never buy a machine without one because of the time it saves.

For example, when backfilling a trench, Mike angles the blade and reverses the excavator parallel to the ditch in a straight line. The machine's angled blade pushes the dirt in like a dozer would, and he can keep moving the mini excavator straight without repositioning.

With a normal, straight backfill blade, he says he would have to position the excavator

perpendicular to the trench, push a pile into the trench, and then reposition the excavator to move the next pile.

"The angle blade saves a ton of repositioning," Mike says.

LEASING ADVANTAGES

Mike leases his DX50-5K from G. Stone Commercial in Middlebury, Vermont. When starting his company, he knew he wanted to lease all his machines. He wrote thousands of leases at his former job, and Mike chose G. Stone Commercial in part because Doosan sales specialist Jamie McCray impressed him with his knowledge of lease terms.

"Within an hour, Jamie had the numbers," Mike says. "He explained the differences in leases. He could answer any question. He's straightforward."

Mike says even when another dealer came in with a slightly cheaper quote on an excavator, he chose to work with G. Stone Commercial and sales specialist Jamie McCray because of their customer service.

"G. Stone and Jamie are just so easy to work with," Mike says.

Mike leases his equipment because he likes the dependability of newer equipment. He also likes having an agreed-upon residual value of his excavator with his dealer.

"A lease gives me a checkpoint after three years," Mike says. "If, after three years, the construction market is still good and the excavator is worth more [than the residual value in his lease terms], I can buy it. I could even buy it, then sell it and capture that difference. If the construction market tanks and the excavator is worth less [than the residual value], I can walk away."

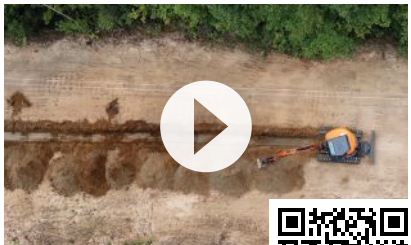
A SECOND CHANCE

Before working at the automotive dealership, Mike had a construction company that he closed during the Great Recession. When that happened, he sold some pieces of equipment he owned, while those he leased went back to the dealership. He's learned from that experience.

"I think I was 23 when I started that other company," Mike says. "I wanted to be 'the big show.' I wanted my name all over dump trucks and pickup trucks and excavators. I'm a hundred times better off financially now than I was then. I just want to keep my business small, manageable and enjoyable."

He started finding jobs for Green State Excavating by advertising his service on a website called Front Porch Forum. Those past clients now recommend him on the website to other posters seeking excavating contractors. It's proof that his attention to customer service is paying off.

"It's rewarding to get on there and see two or three former clients chime right in and say, 'You need to call Green State Excavating,'" Mike says.



Watch Mike Hassett dig for a water line and electrical run in Vermont's Green Mountains: *na.DoosanEquipment.com/GreenStateExcavating*

HEAVY-DUTY UPGRADE

COMPANY INFORMATION

Business: Canby Landscape Supply
In business since: 1981
Location: Canby, Oregon
Doosan equipment: DL320-7 and DL300-5 wheel loaders
Doosan dealer: Feenaughty Machinery

Tommy LaLonde

Tommy LaLonde previously worked as a general manager for a large concrete supplier. Now, in his "retirement job," he oversees day-to-day operations at Canby Landscape Supply in Canby, Oregon.

Although he jokes about being a "yellow iron" guy, you wouldn't know it now with the Doosan® orange equipment at this landscape supply business. The company's relationship with Doosan and the local dealer started with renting a Doosan excavator. That led to the purchase of two Doosan wheel loaders, including a new DL320-7 in summer 2021. Tommy and the operators are pleased with the support from Feenaughty Machinery, particularly from a sales and service perspective. And it doesn't hurt that the dealership is minutes away from the company so parts are readily available.

According to Tommy, the operators were satisfied with the company's first Doosan wheel loader — the DL300-5 — and they still are. But having spent time in the machine's successor, the DL320-7, they appreciate the many new wheel loader enhancements.

"Talking with the crew," Tommy says, "they believe the DL320-7 is more operator-friendly than our DL300-5. They say there is more information available at their fingertips. They like the new readouts on the touch screen display in the cab. They also tell me the DL320-7 is more stable than our DL300-5, and they call the components 'heavy-duty.'"

FULL-SERVICE SUPPLIER

Canby Landscape Supply is a compost material company and a supplier to homeowners, landscapers and public works departments. The firm sells aggregates, stone, compost, bark — any material that would be needed for landscaping.

The company has been in business for more than 40 years and uses a variety of construction equipment to handle their materials. Throughout the composting process, the Doosan wheel loaders help fill the compost turners and trommels for making compost and topsoil. A requirement of any construction equipment at the facility is good visibility from inside the machine's cab.

"We work in the same yard as the customers who are coming in to pick up their materials," Tommy says. "The need for visibility is a safety issue. "We want to be able to see around the machine. The ability to use the rearview camera improves visibility and helps with the safety of our employees."

The redesigned cab of the -7 Series wheel loaders has a total glass area that is 14% larger.

> TALKING WITH THE CREW, THEY BELIEVE THE DL320-7 IS **MORE OPERATOR-FRIENDLY** THAN OUR DL300-5. THERE IS **MORE INFORMATION AVAILABLE AT THEIR FINGERTIPS.**
>
> — **TOMMY LALONDE** / General Manager

FUEL SAVINGS

Yellow was Tommy LaLonde's preferred color for heavy construction equipment. That is, until he had the opportunity to try a Doosan® machine. He says one of the significant differences between his prior equipment and today's Doosan machines is fuel consumption. "The Doosan machines get much better fuel efficiency than our previous equipment," Tommy says.

Also, a full glass door improves visibility on the left side. Tommy and his operators have noticed the difference between their -5 and -7 Series wheel loaders. He says the operators have told him they have enhanced visibility in the new DL320-7, which can make a big difference in their line of work, particularly when they're loading trucks.

Canby Landscape Supply purchased the DL320-7 wheel loader with a light-material rollout bucket. At their facility, operators use the DL320-7 to load aggregate, compost and bark dust, and Tommy says one bucket scoop will fill the bed on most trucks.

"The rollout bucket gives us the additional reach and height we need when loading our processing equipment and walking floor semi-trucks," Tommy says.

In addition to the bucket, the company regularly switches attachments to a pallet fork for loading and unloading palletized materials. Thanks to the machine's optional hydraulic quick coupler, wheel loader operators can quickly change attachments.

Albeit a few minutes of savings for each attachment change, that time adds up and is worth the cost of the machine option.

Learn more about the -7 Series wheel loaders at ***na.DoosanEquipment.com/DL***

SON BUILDS HIS OWN

COMPANY INFORMATION

Business: Backbay Construction
In business since: 2009
Location: Fort Myers, Florida
Doosan equipment: DX225LC-5 crawler excavator, DL220-5 wheel loader
Doosan dealer: Synergy Equipment

Mike Thesier

Veteran Florida contractor Bob Thesier was the boss. Now his son is his boss.

"That's been told to me a number of times," Bob jokes.

After his son, Mike, graduated from college, Bob told him not to follow in his footsteps. Bob had moved from Michigan to Florida and built a site clearing company, then sold it and retired.

"I told him, 'No, you don't want to get into the site business. It takes millions of dollars,'" Bob says, "It's just a father-son thing to say, 'Don't do what I did.' But my company did very well. And now he's doing well."

Mike had previously worked in his dad's estimating department. He had the knowledge and a good list of industry contacts. Still, it was 2009, and the Florida economy was just beginning to recover from the Great Recession. Mike had to start his company, Backbay Construction, small.

"It was just myself and one helper doing a little bit of everything," Mike says.

"I had to do the estimates and the bookkeeping, answer the phones and be out in the field on the equipment. They were long days but it paid off over time."

The population of Southwest Florida continued to grow and construction bounced back. Today, Mike has more than 30 employees and 50 pieces of construction equipment. Backbay Construction is a commercial site work and heavy highway road work contractor. They clear land, fill, grade, pave and curb, and do sidewalks, striping, signs and underground utilities, but do not build.

"Nothing vertical," says Bob, who now works for Backbay Construction.

The company owns two Doosan® machines: a DX225LC-5 excavator and a DL220-5 wheel loader.

"They're extremely versatile," Mike says. "They're not too big or too small. They work great, and they're easy to transport on standard trucks and trailers."

Synergy Equipment Territory Manager Mike Clementi introduced Mike Thesier to Doosan equipment. Synergy was Backbay Construction's compact equipment dealer for other brands, and their customer service had always impressed the Thesiers.

"I don't think we would have branched out to another brand of equipment if we didn't have that great relationship," Mike Thesier says. "We can pick up parts at either one of the Synergy locations locally. They'll also bring them right here to the shop. Or they'll take them out and meet our technicians in the field if need be. It's kind of situation by situation, whatever we need."

Mike Thesier rented Doosan equipment from Synergy several times before purchasing his own machines.

"We got great feedback from our guys," Mike says. "It was a little bit of a learning curve, but I think that there are a lot more features for operator comfort on the Doosan machines than our guys were used to with our other machines."

The positive response by the operators combined with Synergy's customer service convinced Mike Thesier to take a chance on a new brand of equipment. Now that he owns two Doosan machines, the feature Mike Thesier says he most appreciates on them are the cameras.

"The cameras on the Doosan machines are an amazing feature for visibility and safety and allow the operators to be more cognizant and aware of their surroundings," Mike says.

Bob is blown away by how machines have advanced since he retired.

"The technologies are just mind-boggling in the last 15 or 20 years," Bob says. "Crazy. Instead of a lever to go from forward to reverse, it's a little switch. I have run the new Doosan machines, and wow, the production is definitely higher."

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> IT'S JUST A FATHER-SON THING TO SAY, 'DON'T DO WHAT I DID.' BUT MY COMPANY DID VERY WELL. **AND NOW HE'S DOING WELL.**
>
> **— BOB THESIER**

> I THINK THAT THERE ARE **A LOT MORE FEATURES FOR OPERATOR COMFORT ON THE DOOSAN MACHINES** THAN OUR GUYS WERE USED TO WITH OUR OTHER MACHINES.
>
> — **MIKE THESIER** / Owner

Bob says it takes him a minute to figure out how to turn on the Doosan® machines. "They don't even have keys anymore," he exclaims. But he appreciates what new technology, like DoosanCONNECT® Telematics, can do for a business.

"The error codes that they throw up: Boom." Bob says. "It's a warning that, 'Hey something is going on.' It prevents so many potential breakdowns. Mike Clementi can say, 'Well, let me ping the machine real quick,' and get on DoosanCONNECT Telematics. Bing, boom, okay, this is the problem with it.' The technology is amazing."

Mike Thesier says he plans to keep purchasing Doosan equipment from Synergy.

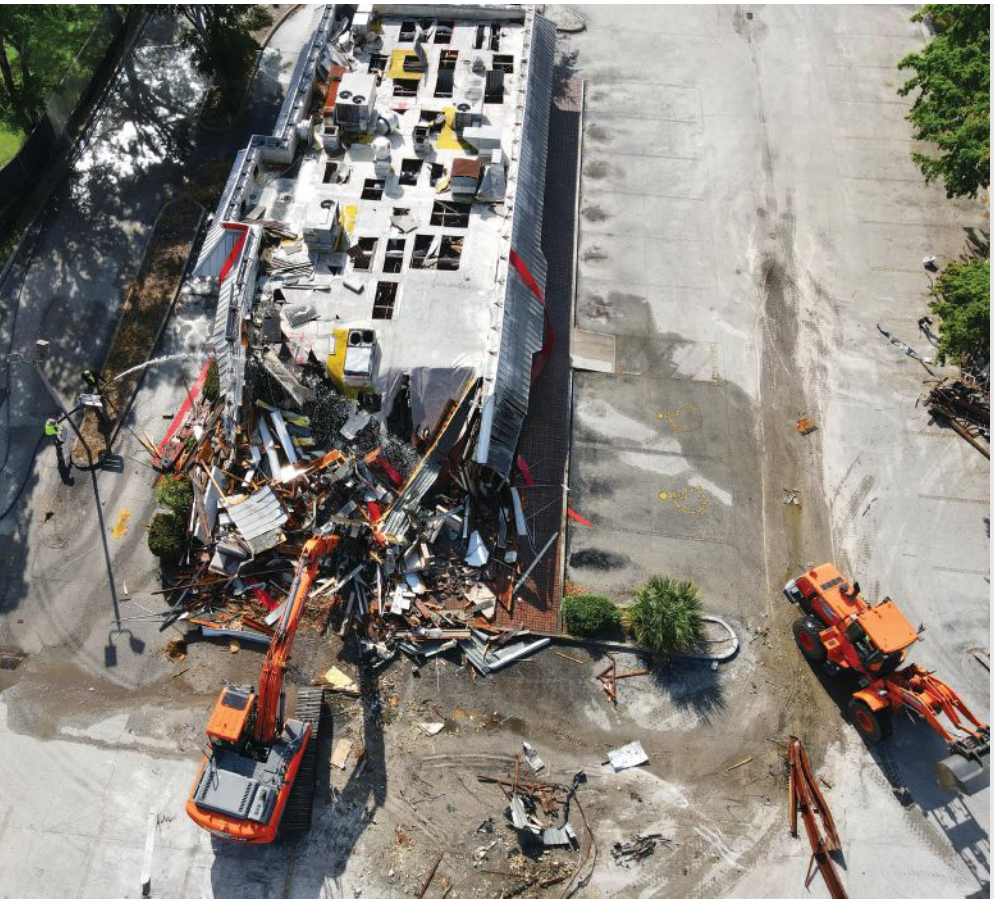
"It's great equipment, and Synergy's a great company," he says.

When asked what's in the future for Backbay Construction, Mike says he is just hoping for good, steady growth.

It's the kind of answer his dad would give.

"If you grow too fast or too much, you aren't going to be able to take care of your employees," Bob says. "You're not going to be able to take care of your customers, because you've over-stretched yourself. Know your limits, stay within them and control your growth. It's still a people industry. Take care of the people that take care of you."

See Backbay Construction's DX225LC-5 and DL220-5 in action demolishing a building and preparing a site at: ***na.DoosanEquipment.com/Backbay***



BACKBAY CONSTRUCTION'S DOOSAN MACHINES IN ACTION

In January 2021, Backbay Construction was awarded a project to demolish a fast food restaurant to make way for a new retail bank branch in Fort Myers.

Backbay Construction paired a Doosan® DX225LC-5 crawler excavator with a DL220-5 wheel loader to handle the demo. A third machine — a compact track loader — also assisted with some of the demolition tasks, particularly in tight spaces on the jobsite.

The building demolition took less than a week. Several trees along the edge of the property also needed to be removed. Backbay Construction brought in its excavator — paired with a bucket and thumb — to help with the task.

"The Doosan excavator is a versatile machine," Mike says. "We use it for a lot more than excavation. The thumb is integral to keep things safe when we're taking down trees or doing demolition to be able to grasp whatever we're working with."

MULCH MAKERS

COMPANY INFORMATION

Business: Nature's Choice Corporation
In business since: 1992
Location: Hillsborough, New Jersey
Doosan equipment: DX225LC-5 and DX300LC-5 excavators; DL300-5, DL350-5 and DL420-7 wheel loaders
Doosan dealer: Best Line Equipment

Some of the largest big-box stores in the Northeast United States buy colored, bagged, palletized hardwood mulch from Nature's Choice Corporation.

There's a lot that happens before the bagged mulch arrives at retail centers. Behind the scenes at seven Nature's Choice locations are nearly 20 Doosan® machines and many hard-working employees.

Charles Ehrmann is the company's vice president of operations. He works out of the corporation's headquarters in Hillsborough, New Jersey. The company was founded in 1992 and went through several ownership changes before the current ownership took over in 2014. Today, Nature's Choice operates seven locations, including a large facility in Sparta, New Jersey. The Sparta location handles approximately a million cubic yards of material annually.

MATERIAL IN

Municipalities, contractors and land-clearing companies deliver wood and organic yard waste to the Nature's Choice facility, where raw materials get separated into wood, leaves and grass.

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IMPRESSIVE NEW LOADER

In September 2021, Nature's Choice took possession of a new Doosan® DL420-7 wheel loader from Best Line Equipment. The new model is part of the Doosan -7 Series next-generation wheel loaders. Charles Ehrmann says the company's equipment operators were immediately impressed with the new model." They like the improved visibility and the extra glass toward the floor," Charles says. "They also like the new touch screen where they can control the heating and air conditioning and power modes. And the onboard weighing system is fantastic."

"All the wood materials are ground twice into finished mulch, and then further processed into colored mulch," Charles says. "In fall, when leaves come in, we grind those and we windrow them in our Class C composting box. Then, we'll process that until we have finished compost ready to screen for topsoil."

Reliable construction equipment is a must at the Nature's Choice facilities. A Doosan® DL300-5 wheel loader — purchased from Best Line Equipment — pushes material into a pile. Then, a Doosan DX225LC-5 excavator paired with a grapple loads the organic material into a horizontal grinder for the first pass.

"Our operators like our excavators because of quick cycle times, which leads to more efficient processing," Charles says. "The excavators are stable, which is important for the type of work that we do. The excavators' rearview cameras help us in our busy retail locations. There can be times when a truck pulls up behind the excavator or loader without the operator expecting it. It's nice to be able to check the display monitor, see the rear view and make sure it's clear."

Another Doosan wheel loader takes the material to a curing pile to age. It stays there until it properly cures, and then operators grind it a second time. After the second grinding, operators use a wheel loader to put the material into the colorizing system.

Brad Muffley is the site manager at the company's facility in Sparta. He's been with the company for more than 20 years and has extensive experience with heavy equipment. Brad believes keeping operators comfortable is critical for their productivity.

"All my operators seem to really enjoy the ride control," Brad says. "Eight, 10, 12 hours a day; it can be hard on your body. The ride control is very important to us; that we go home feeling somewhat like when we came in."

ADDING COLORS

Nature's Choice offers several different types of hardwood mulch, including colored varieties. According to Charles, their facilities can produce triple-shred, black, brown and red hardwood mulch. The firm started coloring mulch in 2001. Charles says colored mulch has become increasingly popular with homeowners and at multifamily residences, such as condominiums and apartment buildings.

"The colored mulches, because of how long they last and how they enhance the landscape of a home or complex, are popular," he says. "It makes a difference in the longevity of the material, and you only need to add mulch every other year instead of every year."

The colorizing system sprays a mix of water and liquid color on the mulch. Then, the mulch enters a rotating drum and comes out on a conveyor belt. From there, Nature's Choice builds stockpiles of colored mulch.

AUTOMATIC BAGGING

At the 62-acre Sparta facility, a wheel loader with a high-capacity, high-tip bucket fills a hopper with low-density colored mulch. From there, it enters an automatic bagging line. Inside the building, a machine fills mulch in branded plastic bags and seals them. Two robots lift the bagged mulch and efficiently place it onto pallets. Each pallet has about 60 finished bags. In a matter of minutes, a stacked pallet of mulch travels down a line where it's shrink-wrapped in plastic and eventually picked up by a forklift.

"We have a fully automatic bagging facility," Charles says. "We bag mulch for some of the largest big-box stores in the Northeast. In the mulch business, not many people have the facilities to supply such large demands. In Sparta, we not only have all the inbound products to make mulch and topsoil but having the storage space to be able to house the outgoing big-box store materials is very important."

Although the facilities operate year-round, spring is the busiest time of the year for the company. As fast as an automatic bagging process can build pallets of finished products, forklifts place the pallets on flatbed trailers headed for retail locations where customers are eager to buy the mulch for their landscaping projects.

Nature's Choice also offers cedar mulch, which is produced from cedar chips, and sold to their customers. At locations where the material isn't bagged, the finished mulches are loaded into trucks for bulk distribution.

"We like the high reach of our wheel loaders so we're able to load high-sided trucks and trailers," Charles says. "We have quick couplers on the wheel loaders, which make it easier for our operators to switch buckets."

Nature's Choice isn't just another wood waste recycling facility. The company is taking steps to position itself as a leader with its coloring system and automatic bagging process. It works closely with the State of New Jersey to ensure proper steps are taken to receive and process the material, as well as follow stormwater management procedures.

Watch mulch being made at a Nature's Choice facility:
na.DoosanEquipment.com/NaturesChoice

REMOTE MONITORING

Fuel is one of the biggest expenses for Nature's Choice. Charles Ehrmann says his equipment dealer introduced him to telematics to help the company monitor its Doosan® heavy equipment, including fuel consumption. Charles says he can see which excavator or wheel loader operators are letting the machines idle, which burns fuel and can waste warranty hours.

"We spend a lot of money on fuel between our loaders, grinders and excavators," Charles says. "Being able to have insight into how much fuel we're consuming and when operators are letting machines idle helps us manage our operators and expenses. It's nice to have the insight and to be able to tell from an iPad or iPhone how much fuel we're using.

"We let our operators know if they're not using the machine for 10 minutes or more to shut it down. We want the operators to shut off the machine and conserve fuel."

Another benefit of telematics is the dealer's ability to remotely monitor the equipment. Employees at Best Line Equipment can see when a critical service interval is approaching. Technicians are dispatched to the Nature's Choice facility and the machine is taken temporarily offline for service.

> **WE LIKE THE HIGH REACH OF OUR WHEEL LOADERS** SO WE'RE ABLE TO LOAD HIGH-SIDED TRUCKS AND TRAILERS.
>
> — **CHARLES EHRMANN** / Vice President of Operations

Pictured left to right: Best Line Equipment sales specialist Armand Cencetti; Charles Ehrmann and Brad Muffley of Nature's Choice Corporation

STABILIZING THE GROUN

David Rowland

COMPANY INFORMATION

Business: T.O. Development
In business since: 1981
Location: San Diego, California
Doosan equipment: DL580-5 wheel loader
Doosan dealer: Mega Machinery

When you rush to make a crosswalk or to unlock your car in a parking lot, you probably don't think about what is underneath your feet. Lucky for you, the team at T.O. Development does.

Originally from Anchorage, Alaska, David Rowland and his wife, Janice, moved to San Diego, California, 30 years ago and founded T.O. Development. The business operates as a clean import fill site, rehabilitating land across Southern California and making it suitable for development. T.O. Development's strategy starts from the ground up.

"We're in the land development business," David says. "We import fill and charge for it, and that's a fill import site. We turn it into a business park and then rent it out."

Currently, the business owns approximately 100 acres of commercial and industrial property. A family business, T.O. Development has five employees, including the couple's son, Trevor.

D BELOW

> A MACHINE NEEDS TO **KNOCK DOWN THE DIRT, WATER IT, COMPACT IT, STIR IT, MIX IT AND MAKE SURE THEY MEET THE RIGHT HYDRATION REQUIREMENTS.**
>
> — **DAVID ROWLAND** / Owner

For companies working on a construction project, it's vital to have unpolluted dirt to work with. A clean import fill site can provide that material for them. Clean fill is defined as a non-water, non-decomposable solid, such as rock or gravel. Clean fill can also include items such as bricks, blocks or concrete from construction and demolition activities. A machine digs out the weak dirt, replaces it with the non-decomposable material and packs fresh dirt on top.

T.O. Development uses several local resources in their fills, including leftover dirt from motocross tracks and emulsified concrete from demolition activities. Over the past 30 years, the Rowlands and their staff have worked with hundreds of customers and completed thousands of loads. A few of their past clients have included Ecology Recycling, Western Towing and the San Diego Department of Corrections.

YEAR-ROUND WORK

T.O. Development purchases a large property — between 20 and 40 acres — that is low in elevation, completes the import fill and then sells the land back to local businesses or developers. On a busy day, the team can take in up to 500 loads.

Each state has a different set of requirements when it comes to ensuring that a clean fill is actually clean. A construction firm and its team must work carefully to follow federal, state and local regulations. For example, in most states, pollutants are not permitted in the fill. A pollutant could be something as simple as food waste or something more complex like a radioactive substance.

Due to the warm climate in Southern California, David estimates that his team only has about four to six weeks of slow time per year.

"There's at least 10 to 11 months of really busy work," he says, "We're going, doing and pushing dirt."

Pushing material isn't all that the crew and their machines are expected to accomplish. The business relies on its machines to do multiple tasks in succession.

continued on page 20

David says a machine needs to "knock down the dirt, water it, compact it, stir it, mix it and make sure they meet the right hydration requirements."

To accomplish this, T.O. Development uses a variety of heavy construction equipment. When the company was in the market for a new wheel loader in December 2020, David selected an equipment brand that was new to him: Doosan. His company researched the brand and eventually purchased a Doosan® DL580-5 wheel loader for its bulk material-handling needs.

MACHINE NECESSITIES

The DL580-5 wheel loader is currently the largest model that Doosan offers in North America. Key standouts of the 380-hp DL580-5 include exceptional performance, simple preventive maintenance and a comfortable, enclosed cab with heat and air conditioning.

It also features a reinforced Z-bar, a larger profile arm and an adjusted lift cylinder geometry for enhanced productivity.

For optimal visibility, David's operators can easily access a rearview camera and see what's behind the machine on the LCD screen in the enclosed cab. His operators can choose to leave the rear view on the screen or toggle between it and the real-time machine functions.

To accompany the wheel loader, David ordered an 8-cubic-yard bucket. The bucket is made with high-strength alloy steel and is designed to allow for 110% overfill. For enhanced digging, David added cutting edges to the bucket. With these features, the wheel loader can efficiently haul the wet material that T.O. Development regularly handles.

"When it comes to cutting edges, it's like a hot knife through butter," he says.

T.O. Development continues to have success in Southern California, and Rowland plans to one day hand the business off to his children. Until he's ready to retire, he and his team show no signs of slowing down.

"We're a growing company," he says. "And we do a good job. I'm proud of our crew and our accomplishments."

> THERE'S AT LEAST **10 TO 11 MONTHS OF REALLY BUSY, GOING, DOING AND PUSHING DIRT.**
>
> — **DAVID ROWLAND** / Owner

Learn more about Doosan wheel loaders at ***na.DoosanEquipment.com/DL***

SERVICE AFTER THE PURCHASE

David Rowland purchased his first Doosan® wheel loader from Mega Machinery in Lakeside, California: a construction equipment dealer that he has worked with for more than 15 years. David says that if he calls the dealer with an issue, an employee will be there "within hours." That's not bad considering Southern California traffic. Occasionally, David asks one of his employees to pick up a necessary part at Mega Machinery.

"If we have a piece of equipment down and need a hose or a filter, we call the dealership up and say, 'Set it on the counter; we'll be by.' They never disappoint," David says.

Mega Machinery sales specialist Eric Olson (left) and David Rowland

543 likes

doosanequipment When the unexpected happens, you need a machine you can rely on. R&L Excavating cleared burnt timber with their DX300LL-5 in the wilds of Oregon after wildfires devastated their area.

With a log loader undercarriage coupled with an excavator work group, the DX300LL-5 road builder is up to a variety of forestry tasks.

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doosanequipment "We do dirt work." 👷

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📸: @cerroni_excavating

THE TOP DOOSAN SOCIAL POSTS OF 2021

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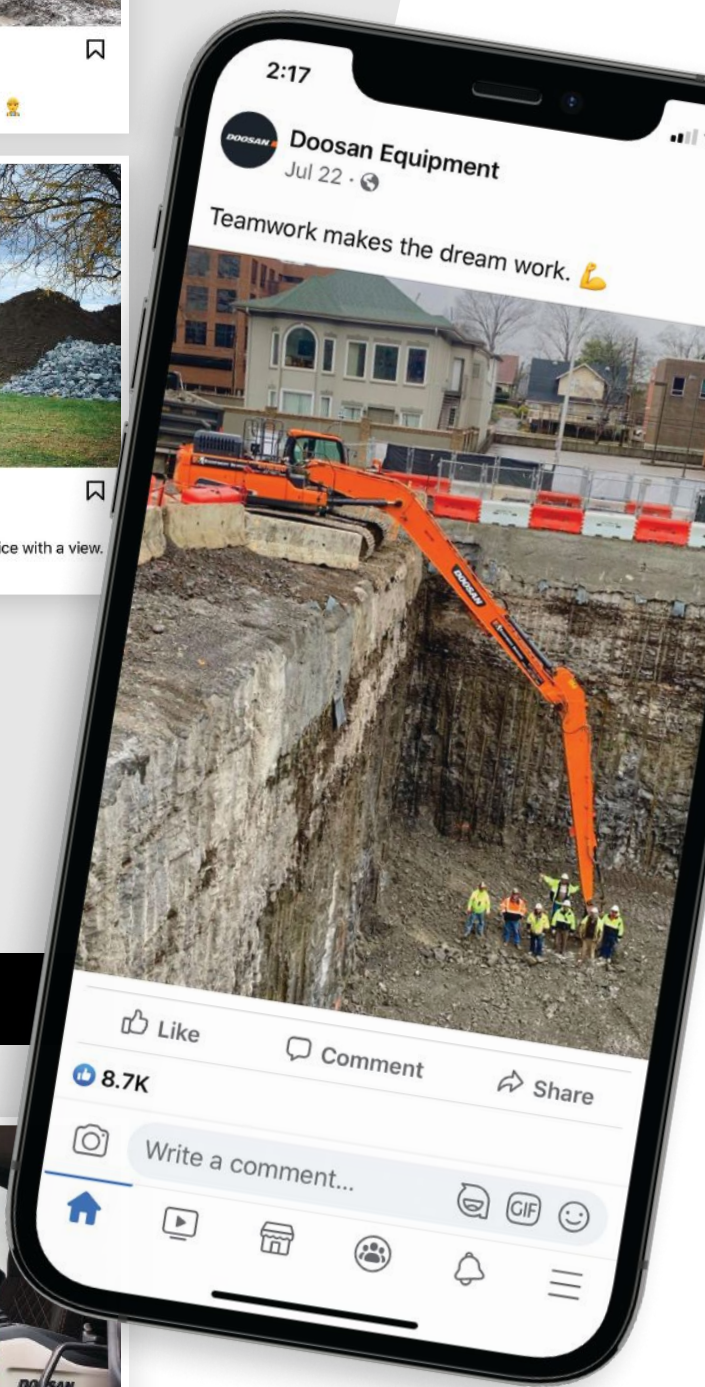

Doosan Equipment
Apr 1 ·

OK, who did this? Happy #AprilFoolsDay from Doosan.

4.8K 25 Comments 102 Shares

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doosanequipment Fridays can be ruff. 🐕
📸: @eatsleepdigrepeat

PRODUCT SPECIFICATIONS

ARTICULATED DUMP TRUCKS

	PAYLOAD	BODY CAPACITY* HEAPED	RATED POWER GROSS
DA30-5	61,729 lb. (28,000 kg)	22.0 yd³ (16.8 m³)	375 hp (276 kW)
DA45-5	90,390 lb. (41,000 kg)	31.9 yd³ (24.4 m³)	500 hp (368 kW)

** Without tailgate*

CRAWLER EXCAVATORS

	OPERATING WEIGHT	BUCKET CAPACITY HEAPED, ISO/SAE	RATED POWER GROSS
DX140LC-5	32,783 lb. (14,870 kg)	0.48 yd³ (0.37 m³)	115 hp (86 kW)
DX140LCR-5	34,987 lb. (15,870 kg)	0.51 yd³ (0.39 m³)	115 hp (86 kW)
DX170LC-5	38,376 lb. (17,407 kg)	0.86 yd³ (0.66 m³)	131 hp (98 kW)
DX180LC-5	43,224 lb. (19,610 kg)	0.92 yd³ (0.70 m³)	131 hp (98 kW)
DX225LC-5*	52,086 lb. (23,626 kg)	1.20 yd³ (0.92 m³)	166 hp (124 kW)
DX235LCR-5	56,019 lb. (25,410 kg)	1.20 yd³ (0.92 m³)	189 hp (141 kW)
DX255LC-5	57,752 lb. (26,196 kg)	1.44 yd³ (1 .10 m³)	189 hp (141 kW)
DX300LC-5*	68,764 lb. (31,191 kg)	1.66 yd³ (1.27 m³)	271 hp (202 kW)
DX350LC-5	80,689 lb. (36,600 kg)	1.95 yd³ (1.49 m³)	286 hp (213 kW)
DX420LC-5	94,799 lb. (43,000 kg)	2.49 yd³ (1.90 m³)	345 hp (257 kW)
DX490LC-5K	112,203 lb. (50,894 kg)	2.80 yd³ (2.14 m³)	380 hp (283 kW)
DX530LC-5K*	116,576 lb. (52,878 kg)	3.13 yd³ (2.39 m³)	380 hp (283 kW)
DX800LC-7	181,000 lb. (82,100 kg)	5.10 yd³ (3.90 m³)	539 hp (402 kW)

*LC = Long Carriage LCR = Long Carriage Reduced Tail Swing * = Super-Long-Reach (SLR) option available*

WHEEL EXCAVATORS

	OPERATING WEIGHT	BUCKET CAPACITY HEAPED, ISO/SAE	RATED POWER GROSS
DX140W-5	34,203 lb. (15,514 kg)	0.73 yd³ (0.56 m³)	137 hp (102 kW)
DX190W-5	43,431 lb. (19,700 kg)	1.05 yd³ (0.80 m³)	174 hp (129 kW)
DX210W-5	47,179 lb. (21,400 kg)	1.12 yd³ (0.86 m³)	189 hp (141 kW)

MINI EXCAVATORS

	OPERATING WEIGHT	BUCKET CAPACITY HEAPED, ISO/SAE	RATED POWER GROSS
DX35-5	8,193 lb. (3,716 kg)	0.13 yd³ (0.10 m³)	34 hp (25 kW)
DX42-5K	10,114 lb. (4,588 kg)	0.19 yd³ (0.15 m³)	43 hp (31 kW)
DX50-5K	11,486 lb. (5,210 kg)	0.20 yd³ (0.15 m³)	50 hp (37 kW)
DX62R-3	13,799 lb. (6,259 kg)	0.23 yd³ (0.17 m³)	59 hp (44 kW)
DX63-3	13,799 lb. (6,259 kg)	0.23 yd³ (0.17 m³)	59 hp (44 kW)
DX85R-3	18,960 lb. (8,600 kg)	0.37 yd³ (0.28 m³)	59 hp (44 kW)

WHEEL LOADERS

		BUCKET CAPACITY HEAPED, ISO/SAE	TIPPING LOAD, STATIC FULL TURN	RATED POWER GROSS
NEW	DL200-7*	2.6 yd^3 (2.0 m^3)	19,705 lb. (8,938 kg)	142 hp (106 kW)
	DL200TC-5	2.6 yd^3 (2.0 m^3)	16,625 lb. (7,540 kg)	142 hp (106 kW)
NEW	DL220-7*	3.0 yd^3 (2.3 m^3)	20,461 lb. (9,281 kg)	160 hp (119 kW)
NEW	DL250-7*	3.3 yd^3 (2.5 m^3)	21,134 lb. (9,586 kg)	172 hp (128 kW)
	DL250TC-5	3.3 yd^3 (2.5 m^3)	20,723 lb. (9,400 kg)	172 hp (128 kW)
	DL280-7*	3.7 yd^3 (2.8 m^3)	27,064 lb. (12,276 kg)	189 hp (141 kW)
	DL320-7*	4.2 yd^3 (3.2 m^3)	34,496 lb. (15,647 kg)	271 hp (202 kW)
	DL380-7*	4.8 yd^3 (3.7 m^3)	36,198 lb. (16,419 kg)	271 hp (202 kW)
	DL420-7*	5.5 yd^3 (4.2 m^3)	42,719 lb. (19,377 kg)	345 hp (257 kW)
	DL480-7*	6.3 yd^3 (4.8 m^3)	45,323 lb. (20,558 kg)	345 hp (257 kW)
	DL550-7*	6.8 yd^3 (5.2 m^3)	53,273 lb. (24,164 kg)	380 hp (283 kW)
	DL580-7	8.4 yd^3 (6.4 m^3)	60,550 lb. (27,465 kg)	394 hp (294 kW)

*TC = Tool Carrier * = High-Lift (HL) option available*

LOG LOADERS

	OPERATING WEIGHT	SWING TORQUE	RATED POWER GROSS
DX225LL-5	68,784 lb. (31,200 kg)	69,623 lbf.-ft. (9,626 kgf-m)	167 hp (124 kW)
DX300LL-5	81,703 lb. (37,060 kg)	87,787 lbf.-ft. (12,137 kgf-m)	271 hp (202 kW)
DX380LL-5	113,538 lb. (51,500 kg)	129,876 lbf.-ft. (17,956 kgf-m)	317 hp (237 kW)

	OPERATING WEIGHT	BUCKET CAPACITY HEAPED, ISO/SAE	RATED POWER GROSS
DX225LL-5*	63,714 lb. (28,900 kg)	1.2 yd^3 (0.92 m^3)	166 hp (124 kW)
DX300LL-5*	82,012 lb. (37,200 kg)	2.1 yd^3 (1.60 m^3)	271 hp (202 kW)
DX380LL-5*	108,699 lb. (49,300 kg)	2.4 yd^3 (1.80 m^3)	318 hp (237 kW)

*LL = Log Loader * = Road Builder configuration*

MATERIAL HANDLERS

	OPERATING WEIGHT	MAX. REACH GROUND	RATED POWER GROSS
DX210WMH-5	57,200 lb. (25,955 kg)	35 ft. 9 in. (10,900 mm)	189 hp (141 kW)
DX225MH-5	60,848 lb. (27,600 kg)	35 ft. 5 in. (10,800 mm)	166 hp (124 kW)
DX250WMH-5	57,221 lb. (25,955 kg)	35 ft. 2 in. (10,720 mm)	189 hp (141 kW)
DX300MH-5	79,366 lb. (36,000 kg)	42 ft. 7 in. (13,000 mm)	271 hp (202 kW)

MH = Material Handler WMH = Wheel Material Handler

NOTE — Where applicable, dimensions are in accordance with Society of Automotive Engineers (SAE) and ISO standards. Specifications and design are subject to change without notice. Pictures of Doosan® equipment may show other than standard equipment. All dimensions are shown in inches. Respective metric dimensions are enclosed by parentheses. Doosan Infracore North America equipment is manufactured with a Quality Management System that is in compliance with ISO 9001:2008. All dimensions are given for the standard configuration unless otherwise noted.

Visit ***na.DoosanEquipment.com*** for more product specifications.

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